

Adastria Co., Ltd.
July 2, 2019

Monthly Sales Figures

FY2020/02 (March 1, 2019 ~ February 29, 2020)

Monthly figures YoY (%)		1st half									2nd half								Total	Full-term
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter					
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total		
Sales	Total	105.9	107.8	108.9	107.5	94.0			94.0	103.8									103.8	
	Same stores	108.2	110.0	110.7	109.6	95.3			95.3	105.6									105.6	
Number of customers	Total	102.4	104.4	107.7	104.8	87.5			87.5	99.4									99.4	
	Same stores	104.1	105.9	109.3	106.4	88.4			88.4	100.8									100.8	
Spending per customer	Total	103.5	103.3	101.1	102.6	107.4			107.4	104.4									104.4	
	Same stores	104.0	103.9	101.3	103.0	107.8			107.8	104.8									104.8	

Note 1: The figures are the preliminary figures reported on the second business day of every month. The figures will be updated on the next monthly report if there is a revision.

Note 2: The figures is parent company, Adastria Co., Ltd.,'s figures and the online sales is included. The domestic subsidiaries and overseas are not included.

【Summary】

For June 2019, number of customers declined due to the sale day postpone for some shopping malls as well as less price discounting compared to last year.

Total stores sales is 94.0%; same stores sales is 95.3% year on year. Spending per customer improved also because of less price discounting.

In terms of brand, LOWRYS FARM, JEANASIS, PAGEBOY, niko and ... ,showed good performance.

Dresses, skirts, t-shirts, sandals were the main selling categories of the month.

【Adastria Japan】

		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total		
Number of Stores	Opened	4	9	0	13	6			6	19										19	
	Closed	1	1	1	3	1			1	4										4	
	Total in the month end	1,265	1,273	1,272	1,272	1,277			1,277	1,277										1,277	
	B&M Stores	1,213	1,216	1,215	1,215	1,220			1,220	1,220										1,220	
	Online Stores	52	57	57	57	57			57	57										57	

<Appendix>

FY2019/02 (March 1, 2018 ~ February 28, 2019)

Monthly figures YoY (%)		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total		
Sales	Total	106.5	91.3	86.9	94.5	106.1	91.8	100.0	98.9	96.7	101.8	101.4	102.8	102.0	103.4	92.7	113.5	101.1	101.5	99.2	
	Same stores	104.4	89.4	85.9	92.8	105.5	91.4	101.3	98.8	95.8	103.2	103.2	104.4	103.6	104.9	94.0	114.8	102.5	103.0	99.6	
Number of customers	Total	110.9	96.3	90.0	98.5	115.6	97.0	99.5	103.6	101.3	98.6	102.0	103.6	101.5	101.1	91.6	107.5	98.4	99.8	100.5	
	Same stores	108.5	94.2	88.7	96.4	114.9	96.5	100.5	103.4	100.3	99.5	103.4	105.1	102.8	102.3	92.7	108.6	99.6	101.1	100.7	
Spending per customer	Total	96.0	94.8	96.6	96.0	91.8	94.7	100.5	95.5	95.5	103.2	99.4	99.2	100.5	102.3	101.2	105.5	102.7	101.7	98.7	
	Same stores	96.2	95.0	96.9	96.2	91.8	94.7	100.8	95.6	95.5	103.7	99.7	99.3	100.8	102.5	101.5	105.7	102.9	101.9	98.9	